

## Words With Wallop For High I Influencing Others

DISC Behavior Style: I for Influence

Outgoing & People-Oriented

Need: Influencing other people to live who they are

Speak these *words with wallop* to outgoing & people-oriented individuals who want to influence others to live who they are.

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### Quotes From Muhammad Ali

World renowned boxer who chose his own walk and talked his walk with memorable words

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#### *Refusing to let fear stop action*

“He who is not courageous enough to take risks will accomplish nothing in life.”

#### *Words With Wallop*

“Pick one part of your fear and take one action to overcome that part.”

#### *Believing in himself*

“I am an ordinary man who worked hard to develop the talent I was given. I believed in myself, and I believe in the goodness of others.

#### *Words With Wallop*

“Recognize your own talents and look for the talents in other people.”

#### *Making choices based on his convictions*

“My conscience won’t let me go shoot my brother, or some darker people, or some poor hungry people in the mud for big powerful America. And shoot them for what?”

(Ali refused to fight in Viet Nam.)

#### *Words With Wallop*

“Decide what matters to you so you can live what matters to you.”

#### *Doing what he could for others*

“Service to others is the rent you pay for your room here on earth.”

(Ali once talked a suicidal man out of jumping from a 9th story window ledge. Ali told him, “You’re my brother. I love you.” Ali even wept. After the man let Ali bring him inside, Ali drove the man to the police station in his Rolls Royce, then went to the psychiatric hospital with him. Ali walked his talk.)

#### *Words With Wallop*

“What are your skills? Who could benefit from your skills?”